

Bonanza Too Partners (Jan-June)						
Actual						
Company	Full Price	SOM	Savings	SOC	Total	SOM
RJR	132700	10.01%	9773	9.99%	142473	10.74%
P.M.	502064	37.86%	51734	52.86%	553798	41.77%
BAT	87857	6.63%	26910	27.50%	114767	8.66%
Lorillard	468052	35.30%	48	0.05%	468100	35.30%
Liggett	21964	1.66%	3509	3.59%	25473	1.92%
Misc Manuf	15459	1.17%	5892	6.02%	21351	1.61%
Total	1228096	92.62%	97866	7.38%	1325962	100.00%
Category	Goal	Actual	Variance			
RJR SOM	11.7%	10.7%	-1.0%			
RJR FP SOM	11.3%	10.0%	-1.3%			
RJR Sav SOC	13.3%	9.9%	-3.4%			
Salem	3.4%	3.2%	-0.2%			
Doral	0.3%	0.3%	0.0%			
Revised						
Company	Full Price	SOM	Savings	SOC	Total	SOM
RJR	129250	10.72%	9082	13.01%	138332	11.47%
P.M.	501089	41.56%	28642	41.04%	529731	43.94%
BAT	85364	7.08%	26366	37.78%	111730	9.27%
Lorillard	397598	32.98%	48	0.07%	397646	32.98%
Liggett	7677	0.64%	22	0.03%	7699	0.64%
Misc Manuf	14828	1.23%	5634	8.07%	20462	1.70%
Total	1135806	94.21%	69794	5.79%	1205600	100.00%
Category	Goal	Revised	Variance			
RJR SOM	11.7%	11.4%	-0.3%			
RJR FP SOM	11.3%	10.7%	-0.6%			
RJR Sav SOC	13.3%	13.0%	-0.3%			
Salem	3.4%	3.3%	-0.1%			
Doral	0.3%	0.3%	0.0%			
% Sales						
Brand	Sales	Purchases	to Purchases			
Total RJR	2305	1407	163.8%			
Full Price	2154	1314	163.9%			
Savings	151	93	162.4%			
Salem	681	360	189.2%			
Doral	69	42	164.3%			

51847 7240